

Message Text

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61

ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 RSC-01 /021 R

DRAFTED BY COM:OE :DEPD: STAN HAYS:JW

APPROVED BY EB/OCA/REP:LAKLIEFORTH

COM:OED:DEPD: JAMILLER

COM:OED:DEPD: RLPRITCHARD

EUR/NE:APINKNEY

EB/OCA/BR:RSWART

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R 201745Z DEC 74

FM SECSTATE WASHDC

TO AMEMBASSY OSLO

UNCLAS STATE 278818

E.O. 11652: N/A

TAGS: BEXP, BTRA, NO

SUBJECT: FOREIGN BUYER PROGRAM: NORWEGIAN GROUP TO...

--- OTC '75

REF: OSLO 5366, 5153, A-154, STATE A-2270

1. CONCUR WITH EMB ASSESSMENT OF MINIMAL SUPPORT FOR
LARGE ENGINEER (EXPORT ORIENTED) GROUP TO OTC '75.
COMMERCE NOT PARTICIPATING IN SHOW UNDER FOREIGN BUYER
PROGRAM, THUS SUPPORT WOULD BE LIMITED TO THAT WHICH
SHOW SPONSORS, NORWEGIAN CONSULATE AND DISTRICT OFFICE
ABLE TO PROVIDE.

2. UNLESS SMALL GROUP MENTIONED PARA. 3 REFTEL 5153
(15 BUYER/AGENT PROSPECTS) CAN QUALIFY UNDER SPECIALIZED
FOREIGN BUYER GROUP CRITERIA, TYPE A, STATE REPAIR,
COMMERCE UNABLE PROVIDE SUBSTANTIVE ASSISTANCE OUTLINED
PARA. 5 REFTEL.

3. HOWEVER, SHOULD SUCH BUYER/AGENT GROUP MATERIALIZE,
COMMERCE WILL PROVIDE BACKSTOPPING TO INCLUDE (A) POLLING
EXHIBITORS SEEKING NORWEGIAN AGENTS/DISTRIBUTORS, JOINT
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SOURCES OF SUPPLIES TO MATCH BUSINESS OBJECTIVES, (C)

WASHINGTON PROJECT OFFICER TO PROVIDE BUSINESS ASSISTANCE
AS NEEDED, AND (D) INVESTIGATE POSSIBLE FUNDING FSL PER
DIEM.

4. EMB COMMERCIAL EFFORT IN DEVELOPING NORWEGIAN
BUSINESS VISITS TO U.S. AGAIN HIGHLY COMMENDED.

KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 DEC 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE278818
Document Source: CORE
Document Unique ID: 00
Drafter: OE :DEPD: STAN HAYS:JW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740371-0876
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741218/aaaaapcr.tel
Line Count: 71
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 74 OSLO 5366, 74 5153, 74 A-154, 74 STATE A-2270
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 23 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <23 SEP 2002 by ReddocGW>; APPROVED <06 JAN 2003 by MorefiRH>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYER PROGRAM: NORWEGIAN GROUP TO... --- OTC '75
TAGS: BEXP, BTRA, NO
To: OSLO
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005